

Message Text

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50

ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03

CIEP-02 LAB-06 SIL-01 OMB-01 STR-08 DRC-01 AGR-20

/122 W

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R 071236Z MAY 74

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 3008

LIMITED OFFICIAL USE LA PAZ 2898

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: EXPORT COMPETITION: LARGE TRACTORS

REF: LA PAZ A87

1. EMBASSY JUST COMPLETED BUSINESS AND ECONOMIC SURVEY OF
36 BOLIVIAN FIRMS WHICH REVEALED THAT ONE OF MAIN OBSTACLES
TO U.S. EXPORTS TO BOLIVIA IS GROWING DELIVERY DELAY.

2. TRADE SOURCE RECENTLY POINTED UP THIS PROBLEM BY SUGGESTING
THAT RECENT ARRANGEMENT BY LOCAL REP AT FIAT OF ITALY MAY RESULT
IN LOSS TO U.S. OF LARGE PART OF GROWING BOLIVIAN MARKET FOR
EARTH-MOVING TRACTORS OF D-6 AND D-7 SIZE. MAIN ELEMENT OF
ARRANGEMENT IS GOB DECREE AUTHORIZING BANCO AGRICOLA GUARANTEE
75 PERCENT OF FINANCING COST OF IMPORTING 50 FIAT AD-20
TRACTORS FROM ITALY. GUARANTEED AMOUNT PUT AT NEARLY US\$2
MILLION.

3. LOCAL TRADE SOURCE SEES DECREE AS DEVICE TO ASSURE FIAT
OF LARGE SALE IF DELIVERY MADE WITHIN 90 DAYS AS SPECIFIED
IN DECREE. NOTES U.S. SUPPLIERS INDICATING DELIVERY TIME OF ABOUT
18 MONTHS AND CONCLUDES U.S. MAY LOSE MARKET DUE LONGER DELIVERY
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TIME.

STEDMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LAPAZ02898
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740110-0414
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740569/aaaacjkg.tel
Line Count: 62
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: LA PAZ A87
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 09 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 SEP 2002 by cunninfx>; APPROVED <04 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXPORT COMPETITION: LARGE TRACTORS
TAGS: BEXP, BL
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005